



STATE OF TENNESSEE
Department of Financial Institutions
Compliance Division
Nashville City Center
511 Union Street – Suite 400
Nashville, Tennessee 37219
(615)741-3186

TO: Title Pledge Lender Licensees

FROM: Stephen Henley, Director
Compliance Division

SUBJECT: Renewal Application and Financial Report
Required by Tennessee Code Annotated § 45-15-106

Enclosed is your Application for Renewal of Title Pledge Lender License and Financial Report Form including Instructions. Both forms are to be completed and returned to this Department on or before **October 1, 2007**. This renewal package is also available on the Department's website at www.tennessee.gov/tdfi/ under FORMS.

Review the business name and address shown on your Application for Renewal of Title Pledge Lender License and, if applicable, note any changes in the space provided. Business locations are presented on separate pages of the application. Note any corrections to this information. **Also, respond to the questions on the back of page 1** and, if applicable, provide details on a separate sheet. Sign the application and have it notarized. The renewal application must include a fee of **\$700 for each location**.

The Financial Report form includes a balance sheet, income statement and other statistical information. The report is designed to cover the business activities conducted exclusively in Tennessee under the Title Pledge Lender Act for the period of **January 1, 2006 to December 31, 2006** and must be prepared by a **certified public accountant** (C.P.A.) not affiliated with the title pledge lender.

Mail the completed renewal packet to the Tennessee Department of Financial Institutions, attention Stephen Henley. If you have any questions regarding the foregoing, contact our office at (615) 741-3186.



STATE OF TENNESSEE
DEPARTMENT OF FINANCIAL INSTITUTIONS
COMPLIANCE DIVISION
SUITE 400, NASHVILLE CITY CENTER
511 UNION STREET
NASHVILLE, TENNESSEE 37219
615/741-3186

APPLICATION FOR RENEWAL OF TITLE PLEDGE LENDER LICENSE

Application is hereby made to renew the license(s) granted pursuant to Chapter 440, Public Acts of 2005, to transact business as a Title Pledge Lender.

1. Mailing Address and Telephone Number(s) of Home Office:
Person responsible for matters relating to this renewal application

Name and Title

Company

Street

City, State, Zip Code

() _____
Telephone Number

NOTE CHANGES BELOW

Name and Title

Company

Street

City, State, Zip Code

() _____
Telephone Number

() _____
Fax Number

CONTINUED ON BACK PAGE

Please answer all questions on this page. If necessary, provide details on a separate sheet.

2. Provide a current list including the name, social security number, residence and business address, residence and business phone numbers and title of each owner, partner, L.L.C. member, director, corporate officer, five percent (5%) or more shareholder of the licensee.
3. Has the licensee's business structure or ownership changed during the past year?
Yes ___ No ___ If Yes, detail the changes on a separate sheet.
4. Has the licensee filed for bankruptcy or reorganization within the last year? Yes ___ No ___
If yes, provide details on a separate sheet.
5. Has the licensee or any partner, L.L.C. member, director, corporate officer, five percent (5%) or more shareholder been associated with a business whose authority to transact business was denied, revoked or suspended by a state or federal regulatory or law enforcement entity during the past year? Yes ___ No ___ If yes, please detail on a separate sheet.
6. Has the licensee ever been subject to any federal or state administrative investigation or order, or is any federal or state administrative investigation or order pending? Yes ___ No ___
If yes, please detail on a separate sheet.
7. Has the licensee, or any partner, L.L.C. member, director, corporate officer, five percent (5%) or more shareholder been indicted or convicted of a felony in Tennessee or elsewhere?
Yes ___ No ___ If yes, please provide details on a separate sheet.
8. Is the licensee currently licensed and/or operating as a deferred presentment services business in another state? Yes ___ No ___ If yes, please identify the state(s) on a separate sheet.
9. Does the licensee have any contingent liabilities as endorser, guarantor or otherwise?
Yes ___ No ___ If yes, please provide details on a separate sheet. Include all pending litigation and note any potential settlement amounts that could significantly affect the licensee's financial position.
10. By providing your e-mail address, the Department can send you information quicker and more efficiently. _____
e-mail address

11. SURETY BOND OR LETTER OF CREDIT

Provide a one (1) year surety bond or irrevocable letter of credit for terms of not less than three (3) years in the amount of \$25,000 for each location not to exceed \$200,000 pursuant to Tennessee Code Annotated § 45-15-106 Section 5(d)(3).

CONTINUED ON NEXT PAGE

12. NOTARIZATION

I, _____ a duly authorized officer of _____
Name of Officer

_____ certify under the penalties of perjury that all statements above, or
Name of Applicant

attached hereto, are true to the best of my knowledge and belief.

Signature of Applicant Officer

State of _____

County of _____

The following individual personally appeared before me: _____

who, being duly sworn according to law, deposes and says that the statements contained in the above application are true and correct.

Sworn and subscribed before me this _____ day of _____, _____.

Notary Public

NOTARY SEAL

THIS RENEWAL APPLICATION MUST BE ACCOMPANIED BY A RENEWAL FEE OF \$700 FOR EACH LICENSE. MAKE THE CHECK PAYABLE TO THE TENNESSEE DEPARTMENT OF FINANCIAL INSTITUTIONS. EACH BUSINESS LOCATION IS PRESENTED ON THE FOLLOWING PAGE(S). PLEASE REVIEW THE INFORMATION AND, IF APPLICABLE, MAKE ANY CORRECTIONS IN THE SPACE PROVIDED.

License Number: _____

Name of Licensee: _____
Full exact name of business for which application is made

Legal name of business, if different from above (Please enclose documentation
which authorizes the change of name or use of trade name)

Street Address

Mailing Address

City, State, Zip Code

Manager

() _____
Telephone Number

NOTE CHANGES BELOW

Full exact name of business for which application is made.

Legal name of business, if different from above (Please enclose documentation
which authorizes the change of name or use of trade name)

Street Address

Mailing Address

City, State, Zip Code

Manager

() _____ () _____
Telephone Number Fax Number

INSTRUCTIONS FOR FINANCIAL STATEMENTS AND ANALYSIS

SCHEDULE A

STATEMENT OF INCOME AND EXPENSES

The purpose of this schedule is to show all income produced and expenses incurred in Tennessee by the reporting entity during the period covered by the report.

INCOME:

Column 1: (Title Pledge)

- (1) Title Pledge Fees and Interest Fees Collected including collection on accounts previously written off from prior year and/or earned - This account must report total title pledge fees and interest charged and/or earned in Tennessee pursuant to Tennessee Code Annotated § 45-15-111(a). If the reporting entity's books are kept on a cash basis, this item will show the actual charges collected. If on an accrual basis, this item will show the charges earned.
- (2) Automobile Club Membership Fees Collected and/or Earned - This account must report total automobile club membership fees charged and/or earned in Tennessee pursuant to Tennessee Code Annotated § 45-15-115(11) as defined in § 55-18-101. If the reporting entity's books are kept on a cash basis, this item will show the actual charges collected. If on an accrual basis, this item will show the charges earned.
- (3) Repossession Charges Collected and/or Earned - This account must report total repossession charges collected and/or earned pursuant to Tennessee Code Annotated § 45-15-111(b). If the reporting entity's books are kept on a cash basis, this item will show the actual charges collected. If on an accrual basis, this item will show the charges earned.
- (5) Total Income - Add line 1 through line 3

Column 2: (Other lines of business on reporting entity.)

- (4) Other Business - This account must report total income collected and/or earned from other lines of business. If the reporting entity's books are kept on a cash basis, this item will show the actual charges collected. If on an accrual basis, this item will show the charges earned.
- (5) Total Income - Line 4

EXPENSES: Unless specifically associated with a particular line of business, expenses may be pro-rated. This report is designed to capture all expenses relating to Tennessee operations.

Variable Expenses:

- (6) Advertising - This account must show the amount incurred during the year for promoting the business of the reporting entity. Show only the amount for purchases of advertising supplies or outside services.
- (7) Bad Debts - This account must show the reporting entity's bad debts actually written off or accrued during the year.
- (8) Costs associated with the repossession and resale of pledged property:
 - a. Repossession Expenses - Expenses incurred to locate and retrieve pledged property.
 - b. Storage - Costs to store repossessed pledged property.
 - c. Preparation of pledged property for resale - Property must be sold in a commercially reasonable manner. Preparation expenses may include new battery, cleaning, tire replacement, etc.

(9) Total Variable Expenses - Add line 6 through line 8

General & Administrative Expenses:

- (10) Total Compensation of Officers, Owners, and Partners – This account must report all compensation, including but not limited to salaries, bonuses, wages, dividends, pensions and/or withdrawals. For licensees having locations in multiple states, this item may be prorated. If so, please attach an explanation as to how this amount was determined for Tennessee.
- (11) Employee Salaries and Wages Expenses – This item must include all employee salaries, bonuses, wages, and pensions paid during the year.
- (12) Legal and Professional Fees – This account must report legal, accounting, and other professional fees.
- (13) Legal Disbursements – This account must report all legal settlements, including any other expenses associated with litigation or lawsuits.
- (14) Interest Expenses - This item includes all interest paid on borrowed funds.
- (15) Rent Expenses - Rental expenses for office space or building.
- (16) Utilities Expenses – Natural gas, electricity, water, etc.
- (17) Depreciation Expenses - This account must show the amount of depreciation expense for fixed assets, including furniture, fixtures and buildings.
- (18) Surety and Fidelity Bond Expenses - This account must show the amount expended by the reporting entity during the year for bonding requirements.
- (19) Insurance Expenses - Property insurance, liability insurance and other business related insurance expenses.
- (20) State and Local Taxes – The entry must report all business related state and local taxes. This line item should not include federal income tax.
- (21) License Fees – This line item under column 1 should include license fees for title pledge lending. All other licensing fees should be reported under column 2.
- (22) General Office Expenses – Must include printing, office supplies, facsimiles, telephone, internet, janitorial, and other general office expenses.
- (23) Miscellaneous & Allowance Expenses – Other business expenses not reported above.
- (24) Total General & Administrative Expenses – Add line 10 through line 23
- (25) Total Expenses – Add line 9 and line 24
- (26) Income Before Tax- Subtract line 25 from line 5
- (27) Income Taxes – This item must show the amount of federal income taxes.
- (28) Net Income After Tax – Subtract line 27 from line 26

End Schedule A

SCHEDULE B

BALANCE SHEET OF THE REPORTING ENTITY

ASSETS:

Current Assets:

- (1) Cash and Cash Equivalents – This account must include all business cash on hand, cash deposits in bank, i.e., checking accounts, savings accounts, certificates of deposits and cash maintained in other institutions, i.e., credit unions, savings & loan, etc.
- (2) Securities – This account must report the amount of investments in securities.
- (3) Accounts Receivable – This account must reflect the balance due from customers.
Less: Allowance for bad debt
- (4) Notes Receivable – Self Explanatory
- (5) Life Insurance Cash Surrender Value on Officers, Stockholders, Business Owners – This account must report the cash surrender value of life insurance policies carried by the reporting entity.
- (6) Prepaid Expenses – This account must show the payment of expenses in advance.
 - a. Prepaid Rent
 - b. Prepaid Insurance
 - c. Other Prepaid Expenses – Please identify on the dotted space other prepaid expenses.
- (7) Total Current Assets – Add line 1 through line 6

Fixed Assets:

- (8) Furniture, Fixtures, Equipment – This account must report the cost of tangible assets, such as furniture, computers, office equipment, signs and other fixtures less accumulated depreciation used in the business by the reporting entity.
- (9) Buildings – This account must show the cost of the building(s) less accumulated depreciation owned by the reporting entity.
- (10) Leasehold Improvements – This account must show the cost of improvements to leased property, such as buildings, walkways, landscaping, etc., less accumulated depreciation.
- (11) Land – This account must show the value of the land owned by the reporting entity.
- (12) Other Assets (Net) – If Applicable, please identify any other assets less depreciation on the dotted space.
- (13) Total Fixed & Other Assets – Add line 8 through line 12
- (14) Total Current & Fixed Assets – Add line 7 and line 13
- (15) Total Intangible Assets – Total intangible assets less accumulated amortization
- (16) Total Assets – Add line 14 and line 15

LIABILITIES:

Current Liabilities:

- (17) Accounts Payable – This account must report the balance due to creditors on current accounts.
- (18) Salaries/Payroll Payable – This account must report the amount of wages, salaries or other compensation due to employee(s) of the reporting entity.
- (19) Rent Payable – This account must report the rent or lease payments due in the current year.
- (20) Current Tax Liabilities – This account must report the amount of all federal, state, local, payroll, and any other taxes due in the current year.
- (21) Current Portion of Long-Term Debt – This account must report the current maturities, payable in less than 12 months, on long-term liabilities.
- (22) Other Current Liabilities – Please identify other current liabilities on dotted space.
- (23) Total Current Liabilities – Add line 17 through line 22

Non-Current Liabilities:

- (24) Mortgage Payable – This account must report the amount of long-term obligations, payable in 12 months or more.
- (25) Notes Payable – This account must report the amount of long-term obligations, payable in 12 months or more.
- (26) Bonds Payable – This account must report the amount of long-term obligations, payable in 12 months or more.
- (27) Other Long-Term Liabilities – This account must include other long-term liabilities, such as deferred taxes and other obligations that will not be paid out of current assets. Also, please identify any other long-term liabilities on the dotted space.
- (28) Total Non-Current Liabilities – Add line 24 and line 27
- (29) Total Liabilities – Add line 23 and line 28

NET WORTH:

- (30) Owners Capital – This account must report the amount of capital of the corporation, limited liability company, partnership or proprietorship. If a corporation, this account must also report the total number of common and preferred shares issued and outstanding, as well as the total par value.
- (31) Retained Earnings – This account must show the reporting entity's accumulated earnings retained by the entity.
- (32) Total Net Worth – Add line 30 and line 31e
- (33) Total Liabilities and Net Worth – Add line 29 and line 32

End Schedule B

SCHEDULE C

ANALYSIS OF REGULATED BUSINESS ACTIVITY IN TENNESSEE

- (1) Agreements Outstanding as of January 1, 2006 – This item must report the total number of agreements on hand as of January 1, 2006, as well as the total dollar amount of the agreements. A title pledge agreement is a thirty-day contract that may provide for automatic thirty-day renewals. For purposes of this report, renewals do not count as separate agreements, but rather make up one agreement as extensions of the initial thirty-day contract.
- (2) New Agreements Made Since January 1, 2006 – This item must show the total number of new agreements after January 1, 2006, as well as the total dollar amount of all agreements originated by the reporting entity during the year.
- (3) Agreements Purchased from Other Lenders Since January 1, 2006 – This item must show the total number of agreements acquired from other entities since January 1, 2006, as well as the total dollar amount of the agreements.
- (4) Total – Add line 1 through line 3
- (5) Title Pledge Agreement Balances Charged-Off During Calendar Year 2006 – This item must report the total number and total dollar amount of all agreements charged or written-off since January 1, 2006.
 - a. Charge-Offs - This line must show the charge-off expense for reporting entities using a direct charge-off method.
 - b. Deduct - Collections on agreements previously charged-off. This account must report total fees collected since January 1, 2006, which were previously written off as bad debt.
- (6) Agreement Balances Sold to Other Lenders During Calendar Year 2006 – This item must show the number of agreements sold since January 1, 2006, as well as the total dollar amount of the agreements.
- (7) Agreements Paid-in Full – This item must show total collections from agreements paid-in full.
- (8) Total – Add line 5 through line 7
- (9) Agreements Outstanding as of December 31, 2006 – Subtract line 8 from line 4
- (10) Breakdown of Title Pledge Agreements Outstanding - Report the total number of agreements, as well as the total dollar amount outstanding as of December 31, 2006 in each category.
- (11) Number of Defaults – Total number of customer defaults during calendar year 2006.
- (12) Number of Vehicles Repossessed / Total Repossession Costs – This item must show the total number of vehicles repossessed for the period January 1, 2006 through December 31, 2006, as well as the total dollar amount of repossession costs collected pursuant to Tennessee Code Annotated § 45-15-111(b).
- (13) Number of Repossessed Vehicle Sales Resulting in a Surplus / Amount of Surplus Returned to Pledgor - This item must show the total number of vehicles repossessed for the period January 1, 2006 through December 31, 2006, whose sale resulted in a surplus as well as the total dollar amount of surplus returned to the pledgor pursuant to Tennessee Code Ann. § 45-15-114(b)(2).
- (14) Distribution of New Title Pledge Agreements – Report the total number of agreements entered into during the year in each category. As noted in (1) renewals do not count as separate agreements.
- (15) – (17) Please provide as requested

End Schedule C

BIENNIAL REPORT

FOR THE PERIOD FROM JANUARY 1, 2006 TO DECEMBER 31, 2006

LICENSEES ENGAGED IN THE BUSINESS OF TITLE PLEDGE LENDING IN THE STATE OF TENNESSEE

READ THE INSTRUCTIONS CAREFULLY BEFORE COMPLETING THIS REPORT

This form must be completed for each licensed office, unless a company or affiliate operates more than one licensed title pledge office in this state, in which case this report should be filed on a composite basis.

REPORTING ENTITY

1 Name of Licensee _____ Licensee Number: _____

Number of Locations in Tennessee _____

2 Business Type:

- a) _____ Corporation b) _____ Partnership c) _____ Sole Proprietorship
d) _____ Limited Liability Company e) _____ Other

Please list the names and addresses of the officers, directors, partners, limited liability members, or proprietor of this business.
If necessary please use additional pages.

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

Name _____
Title _____
Address _____

REPORTING ENTITY (continued)

3 Names and addresses of all persons owning controlling interest (25% or more) in the title pledge business

Name	_____	Name	_____
Address	_____	Address	_____
	_____		_____
Name	_____	Name	_____
Address	_____	Address	_____
	_____		_____

4 Provide the addresses of all places of business operated by the title pledge lender and describe the nature of the business conducted at each location. If necessary please use additional pages.

Address	_____	Address	_____
	_____		_____
Descriptions	_____	Descriptions	_____
	_____		_____
Address	_____	Address	_____
	_____		_____
Descriptions	_____	Descriptions	_____
	_____		_____

5 Names and addresses of all affiliated entities regulated under the Tennessee Title Pledge Act, doing business in this state. If necessary please use additional pages.

Name	_____	Name	_____
Address	_____	Address	_____
	_____		_____
Name	_____	Name	_____
Address	_____	Address	_____
	_____		_____

6 The interest rate and fee the title pledge lender charges in Tennessee on all title pledge or property pledge agreements as a percentage (%).

Minimum: Interest _____% Fee _____% APR _____%

Maximum: Interest _____% Fee _____% APR _____%

SCHEDULE A
STATEMENT OF INCOME AND EXPENSES
FOR THE PERIOD FROM JANUARY 1, 2006 TO DECEMBER 31, 2006

	<u>Tennessee</u> <u>Title Pledge Business</u> Column 1	<u>Other Business</u> Column 2	<u>Combined</u> Column 3
<u>INCOME</u>			
Column 1:			
1 Fees and Interest Collected and/or Earned	<hr/>	<hr/>	<hr/>
2 Automobile Club Membership Fees Collected and/or Earned	<hr/>	<hr/>	<hr/>
3 Repossession Charges Collected and/or Earned	<hr/>	<hr/>	<hr/>
Column 2:			
4 Other Business Income	<hr/>	<hr/>	<hr/>
5 Total Income	5) <hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>
<u>EXPENSES</u>			
Variable Expenses			
6 Advertising Expenses	<hr/>	<hr/>	<hr/>
7 Bad Debts Expenses	<hr/>	<hr/>	<hr/>
8 Costs associated with repossession and resale of pledged property			
a. Repossession Expenses	<hr/>	<hr/>	<hr/>
b. Storage Expenses	<hr/>	<hr/>	<hr/>
c. Preparation of pledged property for resale	<hr/>	<hr/>	<hr/>
9 Total Variable Expenses (Add: Line 6 through Line 8)	9) <hr/>	<hr/>	<hr/>
General & Administrative Expenses			
10 Total Compensation of Officers, Owners, Partners	<hr/>	<hr/>	<hr/>
11 Total Compensation of Employees	<hr/>	<hr/>	<hr/>
12 Legal and Professional Fees	<hr/>	<hr/>	<hr/>
13 Legal Disbursements	<hr/>	<hr/>	<hr/>
14 Interest Expenses	<hr/>	<hr/>	<hr/>
15 Rent Expenses	<hr/>	<hr/>	<hr/>
16 Utilities Expenses	<hr/>	<hr/>	<hr/>
17 Depreciation Expenses	<hr/>	<hr/>	<hr/>
18 Surety and Fidelity Bond Expenses	<hr/>	<hr/>	<hr/>
19 Insurance Expenses	<hr/>	<hr/>	<hr/>
20 Taxes (State and Local)	<hr/>	<hr/>	<hr/>
21 License Fees	<hr/>	<hr/>	<hr/>
22 General Office Expenses	<hr/>	<hr/>	<hr/>
23 Miscellaneous & Allowance Expenses	<hr/>	<hr/>	<hr/>
24 Total General & Administrative Expenses (Add: Line 10 through Line 23)	24) <hr/>	<hr/>	<hr/>
25 Total Expenses (Add: Line 9 and Line 24)	25) <hr/>	<hr/>	<hr/>
26 Income Before Tax (Subtract: Line 25 from Line 5)	26) <hr/>	<hr/>	<hr/>
27 Income Tax (Federal)	27) <hr/>	<hr/>	<hr/>
28 Net Income After Tax (Subtract: Line 27 from Line 26)	28) <hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

**SCHEDULE B
BALANCE SHEET
DECEMBER 31, 2006**

ASSETS

Current Assets

1 Cash and Cash Equivalents		
2 Securities		
3 Accounts Receivable		
Less: Allowance for Bad Debt	()	
4 Notes Receivable		
5 Cash Surrender Value of Life Insurance on Officers, Stockholders, Owners		
6 Prepaid Expenses		
a. Prepaid Rent		
b. Prepaid Insurance		
c. Other Prepaid Expenses		
7 Total Current Assets (Add: Line 1 through Line 6)	7)	
Fixed Assets		
8 Furniture, Fixtures & Equipment		
Less: accumulated depreciation (FF&E)	()	
9 Buildings		
Less: accumulated depreciation (Building)	()	
10 Leasehold Improvements		
Less: accumulated depreciation (Lease)	()	
11 Land		
12 Other Assets (Net)		
13 Total Fixed Assets & Other Assets (Add: Line 8 through Line 12)	13)	
14 Total Current & Fixed Assets (Add: Line 7 and Line 13)		14)
15 Total Intangible Assets		
Less: accumulated amortization	()	15)
16 TOTAL ASSETS (Add: Line 14 and Line 15)		16)

(Schedule B continued on next page)

**SCHEDULE B
BALANCE SHEET
DECEMBER 31, 2006**

LIABILITIES & NET WORTH

Current Liabilities

17	Accounts Payable	_____	
18	Salaries/Payroll Payable	_____	
19	Rent Payable	_____	
20	Current Tax Liabilities	_____	
	a. Federal Tax	_____	
	b. State Tax	_____	
	c. Local Tax	_____	
	d. Payroll Tax	_____	
	e. Other Tax	_____	
21	Current portion of Long-term debt		
	a. Mortgage Payable	_____	
	b. Interest Payable (Notes)	_____	
	c. Interest Payable (Bonds)	_____	
22	Other Current Liabilities	_____	
23	TOTAL CURRENT LIABILITIES (Add: Line 17 through Line 22)	<u>23)</u>	

Non-Current Liabilities

24	Mortgage Payable	_____	
25	Notes Payable	_____	
26	Bonds Payable	_____	
27	Other Long-Term Liabilities	_____	
28	TOTAL NON-CURRENT LIABILITIES (Add: Line 24 through Line 27)	<u>28)</u>	

29	TOTAL LIABILITIES (Add: Line 23 and Line 28)		<u>29)</u>
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NET WORTH

30	Owners Capital	<u>30)</u>	
31	Retained Earnings		
	a. Beginning Retained Earnings (January 1, 2006)	_____	
	b. <u>Add</u> : Net Income or Income After Tax (Also Schedule A, Line 28)	_____	
	c. <u>Less</u> : Distributions	<u>()</u>	
	d. <u>Add</u> : Cumulative effects of change in accounting principle net of income tax	_____	
	e. Ending Retained Earnings (December 31, 2006)	<u>31e)</u>	

32	TOTAL NET WORTH (Add: Line 30 and Line 31e)		<u>32)</u>
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33	TOTAL LIABILITIES & NET WORTH (Add: 29 and Line 32)		<u> </u>
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Tennessee
Title Pledge Business

	Number Column 1	Dollar Amount Column 2
1 Agreements outstanding at January 1, 2006		\$
2 New agreements made since January 1, 2006		\$
3 Agreements purchased from other lenders since January 1, 2006		\$
4 TOTAL (Add: Line 1 through Line 3)	4)	\$
5 Agreement balances charged-off during calendar year 2006		
(a) Charge-offs		\$
(b) Deduct: Collections on Accounts Previously Charged-Off	()	(\$)
6 Agreement balances sold to other lenders during calendar year 2006		\$
7 Agreements paid-in full during calendar year 2006		\$
8 Total (Add: Line 5 through Line 7)	8)	\$
9 Agreements outstanding as of December 31, 2006 (Subtract: Line 8 from Line 4)		\$
10 Of the Agreements outstanding as of December 31, 2006		
a. _____ were renewed 1 time during 2006 in the amount of	\$	
b. _____ were renewed 2 times during 2006 in the amount of	\$	
c. _____ were renewed 3 times during 2006 in the amount of	\$	
d. _____ were renewed 4 times during 2006 in the amount of	\$	
e. _____ were renewed 5 times during 2006 in the amount of	\$	
f. _____ were renewed 6 times during 2006 in the amount of	\$	
g. _____ were renewed 7 times during 2006 in the amount of	\$	
h. _____ were renewed 8 times during 2006 in the amount of	\$	
i. _____ were renewed 9 times during 2006 in the amount of	\$	
j. _____ were renewed 10 times or more during 2006 in the amount of	\$	
..... Total	\$	

Number

Dollar Amount

SCHEDULE C
(continued)

Other Transactional Data

11 Number of defaults in 2006	<hr/>	\$ <hr/>
12 Number of vehicles repossessed / Total repossession costs	<hr/>	\$ <hr/>
13 Number of repossessed vehicle sales resulting in a surplus / Amount of surplus returned to the pledgor	<hr/>	\$ <hr/>
14 Distribution of new title pledge agreements		
	<u>Number</u>	
(a) \$250 or less	<hr/>	
(b) \$251 to \$500	<hr/>	
(c) \$501 to \$750	<hr/>	
(d) \$751 to \$1,000	<hr/>	
(e) \$1,001 to \$1,250	<hr/>	
(f) \$1,251 to \$1,500	<hr/>	
(g) \$1,501 to \$1,750	<hr/>	
(h) \$1,751 to \$2,000	<hr/>	
(i) \$2,001 to \$2,250	<hr/>	
(j) \$2,251 to \$2,500	<hr/>	
TOTAL (must agree with Item 2, Column 1)	<hr/>	
15 Number of pledgors (customers) as of December 31, 2006	<hr/>	
16 Number of pledgors (customers) that deferred a principal reduction payment during calendar year 2006	<hr/>	
17 Average number of principal reduction payments deferred during calendar year 2006	<hr/>	

NOTARY PAGE

STATE OF _____

COUNTY OF _____

I, _____ the undersigned being
the _____ of the _____,
licensee swear (or affirm), that to the best of my knowledge and belief the statements contained in this
report, including the accompanying schedules and statements (if any) are true and that the same is a
true and complete statement in accordance with the law.

Subscribed and sworn to before me this _____ day of _____ A. D. _____

My commission expires _____